

## Message Text

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PAGE 01 KARACH 00560 281304Z

53

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 EA-10 /027 W

----- 024563

R 281205Z MAR 75

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 8750

INFO AMEMBASSY ISLAMABAD

AMEMBASSY TEHRAN

UNCLAS KARACHI 0560

E.O.: 11652: N/A

TAGS: BEXP, PK

SUBJECT: PRODUCT OPPORTUNITY : WEAVING MACHINERY

REF: A. KARACHI A-83, AUG. 7, 1974

B. KARACHI 2557, DEC. 24, 1974

C. STATE 054731

1. AS A FOLLOW-UP TO A MAJOR TRADE OPPORTUNITY FOR TEXTILE MACHINERY REPORTED REFS A AND B AND AS REQUESTED REF C, DPO AND COMMERCIAL OFFICER CALLED ON MR. A.H.A. KAZI, CHAIRMAN, PAKISTAN INDUSTRIAL DEVELOPMENT CORPORATION ON MARCH 25. PURPOSE OF VISIT WAS TO IMPRESS UPON CHAIRMAN USG INTEREST IN THIS IMPORTANT PROJECT CONSISTING OF TWO INTEGRATED TEXTILE MILLS BEING BUILT WITH IRANIAN FINANCIAL ASSISTANCE. KAZI EXPLAINED DURING A CORDIAL MEETING LASTING NEARLY AN HOUR THAT MORE THAN 200 BIDS HAD BEEN RECEIVED FOR EQUIPMENT FOR THE TWO TEXTILE MILLS, INCLUDING OFFERS FROM CHINA, JAPAN, EASTERN EUROPE AND WESTERN EUROPE AND THE U.S. DURING MEETING KAZI CALLED IN MR. F. A. SAEED, GENERAL MANAGER (TEXTILES) OF PIDC WHO DISCUSSED IN SOME DETAIL COMPETITIVE POSITIONS OF VARIOUS BIDDERS. IN TERMS OF PRICE ONLY, CHINESE LOWEST BIDDERS IN MOST EQUIPMENT CATEGORIES AND WESTERN EUROPE CONSISTENTLY HIGHEST. CHINESE EQUIPMENT, HOWEVER, CONSIDERED AS GENERALLY OUTMODED, SINCE BASED ON DESIGNS AS MUCH AS 35 YRS OLD. US AND JAPANESE SUPPLIERS WERE IN MIDDLE RANGE WITH US SOMEWHAT MORE EXPENSIVE THAN JAPANESE BUT NONETHELESS QUITE COMPETITIVE IN

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PAGE 02 KARACH 00560 281304Z

VIEW OF SUPERIOR QUALITY.

2. CONGENOFFS EXPRESSED VIEW THAT AMERICAN TEXTILE EQUIPMENT IN GENERAL AND ROCKWELL LOOMS IN PARTICULAR WERE CONSIDERED STRONGLY COMPETITIVE AT THIS TIME WHEN ALL FACTORS, ESPECIALLY QUALITY ARE CONSIDERED.

3. KAZI EMPHASIZED THAT BID EVALUATION STILL IN PRELIMINARY STAGE AND FINAL DECISION WILL BE MADE BY COMMITTEE WHICH WILL INCLUDE REPRESENTATIVES OF IRANI CO-INVESTORS. KAZI ASSURED CONGEN OFFS THAT BIDS WOULD BE EVALUATED WITH GREAT CARE AND IN ENTIRELY OPERATIVE MANNER FREE FROM INFLUENCE OF ANY EXTRANEIOUS FACTORS.  
TIGER

TEHRAN MCN WILL FOLLOW

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Draft Date:** 28 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
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**Disposition Comment:**  
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**Reference:** 75 KARACHI A-83, 75 AU7, 75 1974  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** hartledg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 JUN 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <19 JUN 2003 by SilvaL0>; APPROVED <02 MAR 2004 by hartledg>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**TAGS:** BEXP, PK  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006